

**Most people do not realize that Home Inspections are free to the buyer.**

When the issues discovered during the home Inspection become known to the concerned parties, they become available to the buyer for negotiation with the seller. A proper Home Inspection will almost always reveal safety issues that far exceed the cost of the report. Most sellers are reluctant to sell a home with known safety issues and will usually agree to repair these issues as part of the purchase contract. It only takes the seller to agree to one or two repairs to exceed the cost of the report. Any additional negotiated issues beyond the cost of the report are all savings to the buyer. It is not uncommon to discover previously unknown issues worth several thousands of dollars in safety issues.

It is important to understand that these issues will become known over time as the home is occupied. The Home Inspection provides certainty in the purchase process so that these previously unknown issues are known at the beginning and can be budgeted for future repairs rather than the periodic eruptions of distressing problems without prior warning. It is these unknown problems that can ruin the home owning experience.

Conversely, the seller can use a Home Inspection in what is called a “Listing Inspection.” A knowledgeable seller will obtain a Home Inspection prior to placing their home on the market. The Home Inspection will identify important issues so that an informed decision can be made on what issues to repair in order to minimize the uncertainty in the selling process. California Law requires the seller to disclose all the known issues in the home so once the seller obtains the inspection and is aware of the issues in the inspection he is then required to disclose these issues to the buyer in the “Transfer Disclosure Statement.” In order to conform to the Transfer Disclosure Statement the seller usually provides a copy of the Home Inspection to the buyer. This process will limit the buyer’s requests for repairs to a predetermined cost. In this case the seller has more than saved the cost of the report.

Everyday I receive requests for inspection prices. It is the exception to receive a call for my qualifications. When one understands that a home inspection is free then it can only make sense to retain the services of the most qualified and experienced inspector available. Does the inspector belong to a trade organization? Does the inspector carry any supporting licenses? What is the inspector’s work history? How many inspections has the inspector performed? These are some of the questions the Home Buyer should be asking prior to hiring a Home Inspector. Oh, and how much does it cost?

If you have any questions about my comments or anything else regarding Home Inspections I can be emailed at [HomeInspect2020@aol.com](mailto:HomeInspect2020@aol.com).

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